

# Ghana - Agriculture - Commercial Training

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# Overview

## Identification

### COUNTRY

Ghana

### EVALUATION TITLE

Agriculture - Commercial Training

### EVALUATION TYPE

Independent Impact Evaluation

#### ID NUMBER

MCC-GHA-ISSER-FOBS-2012-v1.0

## Version

### VERSION DESCRIPTION

Anonymized dataset for public distribution

## Overview

### ABSTRACT

The evaluation had the primary objective of measuring the impact of the FBO training program on farmers' farm productivity and crop income. It was based on a randomized phase-in approach, taking advantage of the fact that not all FBOs that were to be part of the program could be trained at the same time, and so implicit in the program design itself was some degree of phasing. At the core of the impact evaluation was a difference-in-difference approach designed to measure the difference in agricultural output between the treatment group (a collection of FBO members who received commercial trainings in 2008 and 2009) and the control group (a collection of FBO members who received commercial trainings a year later). The Farmer-Based Organization (FBO) Survey series is a collection of data designed to evaluate the impact of these trainings on farmers in Ghana. To aid the survey and enable the implementation of the difference-in-difference approach, the FBOs were divided into two batches and each farmer was to be interviewed twice: once at baseline and again after one year. Batch 1 treatment and control farmers were surveyed in November-December 2008 and again in February-April 2010. Batch 2 treatment and control farmers were surveyed in February-April 2010 and again in November 2010-January 2011. In total, approximately 6,000 farmers -- 3,000 in the treatment group and 3,000 in control group -- were surveyed.

### EVALUATION METHODOLOGY

Randomization

### UNITS OF ANALYSIS

The FBO Survey collected data on both farming individuals and farming households. The demographic information captured FBO members farmers' non-farm employment activities. Demographic information related to the individual included: sex, age, educational attainment (and literacy levels), religious affiliation, marital status and the relationship to the head of household. Descriptive information of the household included: age-sex composition, household size, sex of head of household, and household dependency ratios.

### KIND OF DATA

Sample survey data [ssd]

### TOPICS

Topic	Vocabulary	URI
Agriculture and Irrigation	MCC Sector	
Gender	Gender	

### KEYWORDS

First 5, Randomized Roll-out, Farmer Training, Impact evaluation, Ghana

## Coverage

### GEOGRAPHIC COVERAGE

The FBO Survey targeted only farmers in rural Ghana who were also members of Farmer-Based Organizations (FBOs). Commercial trainings occurred in 30 districts across three (3) zones: the Northern Agriculture Zone (Northern Region), the Afram Basin Zone (Ashanti and Eastern regions), and the Southern Horticultural Belt (South-East Coastal Plains).

### UNIVERSE

## Producers and Sponsors

### PRIMARY INVESTIGATOR(S)

Name	Affiliation
The Institute for Statistical, Social and Economic Research (ISSER)	

### FUNDING

Name	Abbreviation	Role
Millennium Challenge Corporation	MCC	

## Metadata Production

### METADATA PRODUCED BY

Name	Abbreviation	Affiliation	Role
Millennium Challenge Corporation	MCC		Metadata entry

### DATE OF METADATA PRODUCTION

2014-04-18

### DDI DOCUMENT VERSION

Version 2.0 (April 2014)

### DDI DOCUMENT ID

DDI-MCC-GHA-ISSER-FOBS-2012-v2.0

## MCC Compact and Program

### COMPACT OR THRESHOLD

Ghana

### PROGRAM

The MCC compact with Ghana was a five-year investment (2006-2011) of \$547 million in three projects: transportation, rural development and agriculture. The agriculture project included six activities: (i) commercial training for farmer-based organizations (FBOs), (ii) irrigation, (iii) land, (iv) post-harvest, (v) access to credit, and (vi) feeder roads. The \$62.5 million Commercial Training Activity is the subject of both the results described here and an independent impact evaluation [LINK] released by MCC in October 2012. This activity represents 11 percent of the total compact. Other components of the compact are the subject of forthcoming independent evaluations.

### MCC SECTOR

Agriculture and Irrigation (Ag & Irr)

### PROGRAM LOGIC

The Agriculture Project was designed to enhance the profitability of staple food and horticulture crops and to improve delivery of business and technical services to support the expansion of commercial agriculture among FBOs. FBOs are mainly groups of eligible farmers, in addition to input suppliers selling to such farmers or output processors buying from such farmers. The objective of the Commercial Training Activity was to accelerate the development of commercial skills and capacity among FBOs by providing training in management, business planning, technology applications, and marketing. To

provide farmers with start-up capital and an incentive to participate in the training, each farmer was given a starter kit that contained fertilizer and seeds for one acre, protective equipment and a small amount of cash to facilitate land clearing. As a result of the training and starter kit, FBOs were expected to be more efficient in production, gain scale in purchasing inputs and competitively respond with necessary volume and quality to commercial demands. There were several key assumptions underlying the Commercial Farmer Training program logic at the design stage: 1. Content and duration of the training are sufficient to trigger behavior change. 2. Content of the starter kits is sufficient to allow farmers to apply the methods learned in training. 3. FBO members develop business plans during training, which may enable them to obtain credit through existing structures or the Access to Credit Activity. 4. FBO members have sufficient water to generate increases in productivity through existing structures. 5. Training will increase productivity because FBO members are constrained by their limited knowledge of agribusiness practices and technical skills. 6. Starter kits will increase productivity because FBO members are constrained by access to quality inputs and the limited availability of investment capital. 7. Increases in farm productivity lead to an increase in farm income which, in turn, leads to increases in overall household incomes

#### **PROGRAM PARTICIPANTS**

The FBO Survey had a number of criteria each FBO was required to meet in order to be eligible for commercial training. Among the characteristics FBOs were required to demonstrate: (a) the FBO must be inclusive of product and trade associations, which each have at least 15 members and in total an average of 50 members; (b) members must have, on average, a farm size of at least two (2) acres; (c) goals must be aligned with those of CDFO (product market protocols) -- that is: banking/saving culture must be promoted within FBO; FBO has to have been established at least 6 months; must be evidence of bye-laws; (d) officers must be democratically elected; commitment to include women in management and committees is required; (e) must demonstrate history of meeting and working together, and earning an endorsement from the district director of agriculture, district co-operative office, or banking institution; (f) management and membership must demonstrate understanding that participation implied involvement at all stages of the commercial development process (g) must develop services through self-help activities that will benefit and strengthen the FBO; and (h) must carry out business operations transparently and demonstrate commitment to growth

# Sampling

## Study Population

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## Sampling Procedure

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The Farmer-Based Organization (FBO) Survey covered farmers in three (3) Millennium Development Authority (MiDA) operational zones and the sample was selected in two (2) stages. In the first stage, FBOs were selected within each zone. MiDA made 600 FBOs available to the survey group, all of which were used in the sample. FBOs were randomly assigned to either receive the early trainings (Batch I) or the late trainings (Batch II). In the second stage, five (5) farmers were selected from each of the the 600 FBOs. Each batch contained approximately 3,000 farmers and 6,000 farmers in all were interviewed.

## Deviations from Sample Design

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Researchers noted that there seemed to have been some level of contamination of the control group -- a problem that the farmers in the southern zone raised. There were two sources of this contamination. One was from the control farmers attending training sessions meant for the treatment group. The other source was engendered by the situation where farmers who got the training went around to their colleagues in the control group (who may have been part of some "original" groupings) and taught them what they had learned. Whereas the first was an implementation challenge, researchers noted, the second reflects positive spillovers of the training.

## Questionnaires

No content available

## Data Collection

### Data Collection Dates

Start	End	Cycle
2008-11-01	2008-12-30	Batch I (Round 1)
2010-02-01	2010-04-30	Batch I (Round 2)
2010-02-01	2010-04-30	Batch II (Round 1)
2010-11-01	2011-01-31	Batch II (Round 2)

### Data Collection Mode

Face-to-face [f2f]

## Data Processing

No content available



## Data Appraisal

No content available